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| <b>ID</b>                        | HPU22  |
| <b>STATE ID</b>                  | ITEM 11-ISU  |
| <b>Description</b>               | LARGE STANDARD CAB/CHASSIS PICKUP w/FLATBED BODY: 9,900 lb. GVWR, 8-foot Flatbed Stake Body, 2,000 lb. Rail Lift, V-8 Engine, Automatic Transmission |
| <b>Estimated Quantity</b>        | 1  |
| <b>Delivery Location/details</b> | Vehicle price with equipment listed above FOB: Iowa State University, Ames   |

| Equipment Description  | Pricing Configuration #1                  |              | Pricing Configuration #2 |              | Pricing Configuration #3 |              |
|--|---|--------------|--------------------------|--------------|--------------------------|--------------|
|  | Option Order #                            | Option Price | Option Order #           | Option Price | Option Order #           | Option Price |
| <b>Base Vehicle Minimum Specifications</b>   |   |              |                          |              |                          |              |
| 1 Wheelbase: Minimum 141 inches.   | 141                                       | \$0.00       |                          |              |                          | \$0.00       |
| 2 Engine: V-8, 5.4 liter minimum.  | 995                                       | \$0.00       |                          |              |                          | \$0.00       |
| 3 Charging system minimums: 95 amp. alternator, 600 CCA battery.   | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 4 Air conditioning w/all required options.   | 572                                       | \$0.00       |                          |              |                          | \$0.00       |
| 5 Tilt steering column, Automatic speed control.   | 52N                                       | \$0.00       |                          |              |                          | \$0.00       |
| 6 Power brakes.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 7 Power steering.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 8 Wipers, intermittent.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 9 Power point or cigar lighter.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 10 Mirrors: trailer towing extendable, interior day/night.   | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 11 Radio, AM-FM CD w/internal clock.   | 585                                       | \$0.00       |                          |              |                          | \$0.00       |
| 12 Interior trim package w/insulating headliner and door panels, dome lamp. Full rubber floor covering. Split bench seat w/cloth upholstery.   | 3E  | \$0.00       |                          |              |                          | \$0.00       |
| 13 Gauge package: oil pressure, coolant temperature, voltmeter.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 14 Tires, all-season radials, spare secured to prevent theft.  | 512                                       | \$0.00       |                          |              |                          | \$0.00       |
| 15 Fuel tank(s), highest capacity available.   | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 16 Rear axle, anti-spin differential.  | X4N                                       | \$0.00       |                          |              |                          | \$0.00       |
| 17 Rear taillights, OEM cab/chassis type.  | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 18 Rear ICC bumper.  | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 19 Body installation kit: Fuel filler neck kit(s) with filler cap set-back adapter kit(s), hose(s) clamps, and elbow(s), OEM only suitable for mounting neck(s) into body side rail.   | STD                                       | \$0.00       |                          |              |                          | \$0.00       |
| 20 Body: Heavy duty 8-foot by 73 inch wide nationally marketed flatbed stake body fully installed and painted to match cab. Stake pockets all around. Heavy duty bulkhead, 12-gauge steel skin sheet, punched window hole. 3/16 inch treadplate floor.   | KNAPHIEDE VALUE-MASTER-X MODLE PVMXT-838C | \$7,750.00   |                          |              |                          | \$0.00       |
| 21 Stake racks, minimum 40 inch high steel slats.  | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 22 Flush rubber grommet mounted ICC lamp package. All wiring splices to be soldered and insulated with dual wall shrink tubing. Wiring to be installed in protective conduit.  | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 23 Electronic back-up alarm - 97 Db(A).  | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 24 Mudflaps: Heavy rubber mudflaps with no vendor logo installed behind rear tires.  | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 25 Rail Gate Lift: 2,000 lb. Capacity. Platform power open and close. Platform to be extruded aluminum 77" x 32" with 12" taper. Enclosed electric/hydraulic system, must be protected from elements. Secure 'drop-in' style platform latches. In-cab master switch. Curb-side fixed control with shield and timer deactivation. | INC                                       | \$0.00       |                          |              |                          | \$0.00       |
| 26 STATE: EXACT LIFT MAKE & MODEL.   | TOMMYGATE RAILLIFT MODEL FMVSS#108        | \$0.00       |                          |              |                          | \$0.00       |
| 27 Other options: If an option is not explicitly listed but requires an additional cost, please list this option on this line  | PAINT BODY TO MATCH CAB                   | \$300.00     |                          |              |                          | \$0.00       |
| 28 Required Options (Pricing required for a complete Bid)  |   |              |                          |              |                          |              |
| 29 N/A   | DELIVERY TO AMES                          | \$80.00      |                          |              |                          | \$0.00       |
| 30 Options which may be required   |   |              |                          |              |                          |              |
| 31 N/A   |   |              |                          |              |                          |              |
| 32   |   |              |                          |              |                          |              |
| 33 <b>Vehicle Make:</b>  | FORD                                      |              |                          |              |                          |              |
| 34 <b>Vehicle Model:</b>   | F350                                      |              |                          |              |                          |              |
| 35 <b>Vehicle Model Code:</b>  | F34                                       |              |                          |              |                          |              |
| 36 <b>% discount off dealer price (Black Book Invoice) for additional options not stated in specifications:</b>  | 0.00%                                     |              |                          |              |                          |              |
| 37 <b>American Made (Yes/No):</b>  | Yes                                       |              |                          |              |                          |              |
| 38 <b>Exact Model Designation and Equipment Package:</b>   | 630A                                      |              |                          |              |                          |              |
| 39 <b>EPA Highway (MPG):</b>   |   |              |                          |              |                          |              |
| 40   |   |              |                          |              |                          |              |
| 41 <b>Base Price:</b>  | \$23,662.60                               |              |                          |              |                          | \$0.00       |
| 42 <b>Required Option Price:</b>   | \$8,130.00                                |              |                          |              |                          | \$0.00       |
| 43 <b>Fleet Incentive Discount:</b>  | \$0.00                                    |              |                          |              |                          | \$0.00       |
| (Note: Discounts are subtracted from the cost and should be entered as a negative value)   |   |              |                          |              |                          |              |
| 44 <b>Government Discount:</b>   | (\$6,400.00)                              |              |                          |              |                          | \$0.00       |
| (Note: Discounts are subtracted from the cost and should be entered as a negative value)   |   |              |                          |              |                          |              |
| 45 <b>Other Discounts:</b>   | (\$32.00)                                 |              |                          |              |                          | \$0.00       |
| (Note: Discounts are subtracted from the cost and should be entered as a negative value)   |   |              |                          |              |                          |              |
| 46 <b>Final Price:</b>   | \$25,360.60                               |              |                          |              |                          | \$0.00       |